

Narrative

Paul Schurick and the Robert L. Ehrlich Jr. brain trust "the high command" believes that their team faces two immutable facts. Fact one, if African American voters, at the precinct level, vote in the ninety percentile for the democratic nominee, victory would be denied to the former Governor. Fact two, the Ehrlich upper echelon in Annapolis is convinced, that no discernible number of the nearly one million (997,558) predominantly all democratic eligible African American voters in the state of Maryland would vote for the well regarded moderate Republican, Robert Ehrlich, in the upcoming November 2 General Election. This dominant majority view is based on deep severe bruising and scaring, this treatment visited upon Robert Ehrlich, the '02 Election, and the Ehrlich administration, all of which helped to fatally thwart his reelection in the '06 General Election. The Ehrlich world recognized that the Ehrlich Administration received little credit for a good record on black issues that did not resonate for them at the polls. In addition to these facts, the Ehrlich world find themselves out numbered, with the Democrats enjoying a 2 to 1 margin in statewide party registration.

While my assignment is specifically focused on the African American vote and turn out, there are overlapping boundaries; intersections do meet, and a great amount of help is welcomed and needed from all of Team Ehrlich to maximize the desired outcomes. The triangulation of the African American vote issue for the Republicans, in the Gubernatorial Contest, for Maryland in the fall of 2010 is what will be referred to as the Schurick Doctrine.

The Schurick Doctrine is designed to promote confusion, emotionalism, and frustration among African American democrats, focused in precincts where high concentrations of AA vote. As a result of the doctrine, the three favorable outcomes will benefit Republicans on Election Day. The three outcomes are: Don't Vote (Stay Home), Don't Vote at the Top of the Ticket (Skip Box/Bracket for Governor), and Vote Republican (largely due to our persuasion messaging).

The first and most desired outcome is voter suppression. The goal is to have as many African American voters stay home as a result of triangulation messaging based on the Schurick Doctrine.

The second most desired outcome is to get African American voters to skip voting in the bracket for Governor and only vote "down the ballot." This outcome's achievement is primarily rooted in confusion about which candidate is suitable to receive their vote.

Example: Neither Ehrlich or O'Malley are worth two cents. I don't like either one!

The third and less likely outcome is to get some, about thirty-five thousand, African American Democrats to switch over at the top of the ticket and vote for Bob Ehrlich statewide. This outcome is based on persuasion messaging laden with emotional appeals as to why African American voters should give their support to Ehrlich.

Example: We've been treated poorly and have been taken for granted by the Democrats. All they do is mess over Black people! I am voting for Ehrlich to teach the Democrats a lesson.

In this plan **536** precincts are targeted to reduce or persuade a minimum of **105,000** votes. There are five geopolitical areas of concentration where individual precincts have been targeted based on population (using census data), voting turn out, NCEC data, and other empirical data research. The geographical areas including target amounts are:

Baltimore City: 30,000

Baltimore County: 15,000

Prince George's County: 30,000

Montgomery County: 15,000

Rest of State: 15,000

Proposed African American Messaging

Don't Vote

- Democrats take us for granted
- Republicans don't take us at all
- Neither of them is any good
- Democrats and Republicans don't care about us
- O'Malley isn't any good
- O'Malley hasn't done anything for us
- Ehrlich's no good
- They use us
- They only come around at election time
- Show them that we won't be taken for Granted
- How long will it take for prosperity?
- They are all the same/ Nothing ever changes
- The 2006 vote was a waste; it's the same characters in 2010
- What has the Governor's Office ever done for us?

Don't Vote at the Top of the Ticket

- I don't like either one
- Both are the same
- The Governor's office doesn't care about us
- The top of the ticket doesn't know our plight
- The 2006 vote was a waste; it's the same characters in 2010
- Don't let Presidential aspirations fool you

Proposed AA Messaging Cont...

Vote Republican (Intense Persuasion)

- Ehrlich gave money to Coppin and Morgan
- Democrats are responsible for over 1000 vacant properties in Baltimore City
- Democrats are responsible for the lowest graduation rates and highest dropout rates in Baltimore city
- All of the current problems have occurred/existed under the Democrats
- BGE bills have increased x3 under the Democratic Administration
- If you do the same things the same way you get the same results
- Don't let Presidential aspirations fools you
- When does our standard of living start to matter? /Which party cares?
- Why pay more when we get less? (Taxes)
- Don't be afraid to vote your pocketbook
- O'Malley only cares about Baltimore

Targeting Methodology

Politics Today will target African American voters in a statewide effort that will be concentrated in 536 precincts. Each precinct has been assigned one of the 2 goals (suppression or persuasion). Voter suppression operations will take place in 472 precincts and we found that 64 precincts warrant persuasion operations that will increase turnout for Ehrlich.

The vast majority of the precincts have a population percentage of 40% or more VA African Americans.

LEGEND

ORANGE: Precincts where persuasion operations will take place
GREEN: Precincts where voter suppression operations will take place

CD: Congressional District
LD: Legislative District
TO%: Turn Out Percent
Per%: Persuasion Percent
Per IDX: Persuasion Index
VA Black %: Voting Age Black Population% Turnout

Using NCEC data references Persuasion index, Voting Age(VA)
BLACK population, % VA Population, and cross comparison of Turnout
percentages for previous gubernatorial races (98, 02 & 06)

Examples for ALL 5 regions:

Baltimore County

CD	County	Town	Polling Place	LD	TO%	Per %	Per IDX	VA Black %
3	Baltimore	Owings Mills	Christ the King Lutheran	11	56.0	22.9	218	39.7
7	Baltimore	Baltimore	Chadwick Elementary	10	61.7	3.8	34	53.8

The persuasion precinct was targeted due to our research findings of an 8.5 percent drop in democratic votes as well as an increase in republican votes by 8.6 percent (comparing a primary gubernatorial where a democrat was running a re-elect cross comparing with Ehrlich's 1st race)

The suppression precinct targeted was due to high turnout percent and an over 70% majority turnout for democrats.

Baltimore City

CD	County	Town	Polling Place	LD	TO%	Per %	Per IDX	VA Black %
3	Baltimore City	Baltimore	27-069	41	59.6	16.3	104	67.7
7	Baltimore City	Baltimore	10-003	40	30.5	3.1	4	88.0

This persuasion precinct was targeted due to its high persuasion index of 114, and the fact that there was a 13.9 percent increase in republican votes, coupled with a decrease in democratic votes of equal value, between the 1998 Gubernatorial Election and the 2002 Election.

This suppression precinct was targeted due to its low persuasion index of 4, along with the fact that this precinct has a Voting Age Population (VAPOP) of African American voters of 88 percent, with over a 90 percent majority turnout for democrats.

Montgomery County

CD	County	Town	Polling Place	LD	TO%	Per %	Per IDX	VA Black %
4	Montgomery	Silver Spring	Cresthaven Elementary School	20	52.8	7.2	63	44.5
8	Montgomery	Silver Spring	Rosemary Hills Elementary School	18	61.4	3.1	35	37.6

The above persuasion precinct was targeted for reasons that include an average of a 4.3 percent increase in republican votes, along with the fact that a vast majority of constituents are educated people with a higher bracket of median income. Persuasion would be the better tactic for a politically astute, self identified, swing voter.

This particular precinct was targeted for suppression for its relatively low persuasion index, and the fact that over 80 percent of the votes were cast for the democratic candidate in both analyzed elections.

Prince George's County

CD	County	Town	Polling Place	LD	TO%	Per %	Per IDX	VA Black %
4	Prince George's	Mitchellville	Villa Rosa Nursing Home	24	58.4	9.3	165	70.8
4	Prince George's	District Heights	Concord Elementary School	24	42.4	.3	2	91.7

This precinct was targeted as a persuasion precinct due to its high persuasion index of 165, and the 6.6 percent increase in republican votes between the two analyzed elections.

The suppression precinct was targeted for its low persuasion index of 2, along with the fact that this precinct has a VAPOP of African American voters of 91.7 percent, and the fact that over 90 percent of voters voted democrat in the analyzed elections.

Other Counties (precincts with high concentration of African American voters)

CD	County	Town	Polling Place	LD	TO%	Per %	Per IDX	VA Black %
5	Charles	Waldorf	Waldorf Elks Lodge	28	45.3	11.2	134	37.5
1	Wicomico	Salisbury	Salisbury Middle School Cafeteria	37a	37.6	2.4	37	80.9

This persuasion precinct was targeted due to the fact that it fluctuates between republican and democratic victory, and has a high persuasion index.

This suppression precinct was targeted because of its high VAPOP of African American voters coupled with the 4.9 percent decrease in republican votes.

County	1994 # Reg.	1994 Turnout	% Turnout	Glendening/ Townsend	% voted (of reg.)	Sauerbrey/ Rappaport	% voted (of reg.)	
Allegany	18,798	11,633	62%	9,292	65%	12,388	67%	
Anne Arundel	208,188	139,797	67%	54,920	69%	83,663	69%	
Baltimore City	338,941	157,136	46%	114,022	47%	38,420	46%	
Baltimore County	375,778	241,279	64%	102,398	66%	134,663	65%	
Calvert	28,953	19,720	68%	7,348	70%	11,430	69%	
Caroline	10,379	7,008	68%	2,236	69%	4,529	69%	
Carroll	64,452	44,453	69%	12,310	70%	31,787	71%	
Cecil	34,197	19,585	57%	6,808	59%	12,020	60%	
Charles	47,169	26,726	57%	10,074	58%	15,737	58%	
Dorchester	14,184	9,452	67%	3,434	68%	5,325	69%	
Frederick	76,310	48,612	64%	17,024	65%	30,992	67%	
Garrett	12,786	8,917	70%	1,859	67%	6,267	72%	
Hartford	97,183	65,823	68%	22,884	69%	42,124	70%	
Howard	106,389	74,320	70%	34,198	73%	39,466	72%	
Kent	9,447	6,972	74%	2,822	76%	3,873	74%	
				401,629		472,684		71,055
Montgomery	405,423	256,279	63%	149,015	66%	104,988	64%	
Prince George's	314,012	169,686	54%	114,256	56%	52,855	58%	
				263,271		157,843		-105,428
Queen Anne's	16,974	11,842	70%	3,994	72%	7,451	71%	
St. Mary's	31,775	19,802	62%	7,902	66%	11,138	62%	
Somerset	10,100	7,105	70%	2,324	70%	3,996	74%	
Talbot	16,639	11,367	68%	3,743	68%	7,187	72%	
Washington	52,040	32,544	63%	11,405	63%	20,598	66%	
Wicomico	37,724	22,057	58%	8,766	58%	12,938	63%	
Worcester	21,950	13,500	62%	5,060	63%	8,266	64%	
				43,194		71,574		28,380

County	1998 # Reg.	1998 Turnout	% Turnout	Glendening/ Townsend	% voted (of reg.)	Sauerbrey/ Bennett	% voted (of reg.)	
Allegany	40,313	22,750	56%	11,333	57%	10,593	60%	
Anne Arundel	248,077	155,606	63%	66,428	66%	87,216	65%	
Baltimore City	285,836	159,784	56%	125,686	58%	30,140	50%	
Baltimore County	399,217	243,668	61%	118,832	64%	122,140	62%	
Calvert	36,975	22,778	62%	9,723	65%	12,689	63%	
Caroline	12,054	7,074	59%	2,270	61%	4,658	63%	
Carroll	76,995	48,147	63%	14,938	64%	32,637	65%	
Cecil	40,472	20,994	52%	8,360	55%	12,181	55%	
Charles	56,478	32,505	58%	14,293	61%	17,824	59%	
Dorchester	15,822	9,691	61%	4,324	63%	5,055	65%	
Frederick	96,559	54,359	56%	21,597	59%	32,116	60%	
Garrett	14,977	8,489	57%	3,026	55%	5,311	60%	
Hartford	111,308	73,621	66%	28,428	68%	44,300	69%	
Howard	13,862	84,040	606%	44,378	68%	38,855	66%	
Kent	10,520	7,035	67%	2,937	70%	3,913	67%	
				476,553		459,628		-16,925
Montgomery	432,178	278,423	64%	171,800	69%	103,995	65%	
Prince George's	337,640	200,768	59%	146,746	63%	51,371	60%	
				318,546		155,366		-163,180
Queen Anne's	19,990	13,422	67%	4,883	70%	8,325	70%	
St. Mary's	37,927	22,094	58%	9,929	61%	11,880	59%	
Somerset	11,339	6,479	57%	2,446	56%	3,829	65%	
Talbot	19,702	12,027	61%	4,404	61%	7,444	66%	
Washington	65,027	35,120	54%	13,756	57%	20,856	58%	
Wicomico	42,391	22,130	52%	9,475	54%	12,336	58%	
Worchester	26,990	16,049	59%	6,980	63%	8,693	62%	
				51,873		73,363		21,490

POLITICS TODAY, INC.

AGREEMENT

THIS AGREEMENT (the "Agreement") entered into the 1st day of June, 2010, by and between POLITICS TODAY, INC. ("the Consultant") and the Bob Ehrlich for Maryland Committee ("the Campaign") shall terminate on November 2, 2010.

WHEREAS, the Campaign requires the advice, technical expertise and strategic services of the Consultant to assist the Campaign and other general services as requested by the Candidate and/or Campaign, the Consultant desires to provide such services to the Campaign as set forth in this agreement.

NOW, THEREFORE, in consideration of the foregoing and mutual covenants and undertakings hereinafter set forth the parties hereby agree as follows:

1. **Engagement and Acceptance.** The Campaign hereby engages the Consultant to provide advice, technical expertise, and strategic services to the Campaign during the term hereof and the Consultant hereby accepts such engagement which includes the following deliverables:
 - A. Organize a "listening tour" for campaign officials, (including the candidate as appropriate), with other clients/associates, etc. The purpose is to learn what are their priorities, how they plan to spend their time and resources in 2010, and to determine their interests in the election. Cooperate with the Ehrlich committee in good faith as determined by the Ehrlich Committee."
 - B. Develop and disseminate messages for use in the African American communities in Baltimore and Prince George's Counties that blunt anti-campaign messages.
 - C. Develop a network of persons disaffected with or disgruntled by the current political establishment in Maryland who can further disseminate these key messages. This may include religious leaders, community leaders, minority business owners, and others capable of influencing African American voters.



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- D. Identify minority vendors who can produce collateral materials to be used to deliver and enhance the key messages. Vendors should be capable of including a minority vendor "bug" on any such materials; clearly noting that it was produced by minority-owned businesses.
 - E. Develop a list of issues important in the African American religious communities on which Martin O'Malley has either a poor history or no history. Examples include: same sex marriage, low-end gaming and human service resources awarded to non-religious community organizations (e.g., ACORN), etc. Articulate this O'Malley history with religious leaders and encourage them to share it with their parishioners.
 - F. Develop a list of alternative media and other communications vehicles that could be used to disseminate appropriate messages in the African American communities. Examples include: black religious radio, and community publications such as the Pennysaver, etc.
 - G. Work with the campaign staff to develop and execute appropriate strategies for both early voting and absentee voting programs.
 - H. Organize and train individuals to publicly challenge the O'Malley record in African American communities. This should include calls to talk radio, letters to newspapers and other written publications, and demonstrations at public events.
2. **Relationship of the Parties.** Both the Campaign and the Consultant intend and agree that the Consultant is acting and performing as an independent Contractor; relying on his expertise, knowledge, judgment and techniques in the performance of his responsibilities hereunder. The Campaign is interested only in the results achieved by the services of the Consultant. The manner of legally achieving these results is the responsibility of the Consultant. The Consultant is a professional person and is not an agent or employee of the Campaign for any purpose. Accordingly, the Campaign is not responsible for deducting from payments to the Consultant any amounts for Federal, state, and local withholding taxes, FICA, unemployment insurance taxes, business licensee fees, and other similar items. The Consultant will be solely responsible for paying such items and for filing all applicable returns and reports.

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3. **Compensation.**

(A) Upon timely delivery to the Campaign of an invoice(s) setting forth services provided for which payment is requested, the Campaign shall pay the Consultant Sixteen Thousand Dollars (\$16,000.00) each month beginning June 1, 2010 through November 1, 2010.

(B) **Bonus.** The Consultant shall give the Campaign additional time beyond the contract period to pay an Election Victory Bonus of Thirty Thousand Dollar (\$30,000.00) on or before December 31, 2010, only if and when the Candidate is the winner of the election for Governor of the State of Maryland.

4. **Schedule.** The Consultant will govern his own work schedule with the understanding that Politics Today will be available to the RLE Committee and will cooperate in good faith to meet deadlines established by the Committee.

5. **Duration of Agreement.** This Agreement will begin on June 1, 2010 and will end on November 2, 2010. The Campaign may terminate this agreement by giving thirty (30) days' notice to the Consultant. In the event of termination, the Consultant shall be entitled to full compensation for the duration of that month. Notice of the termination will be in writing and adhere to the requirements of paragraph 7 below.

6. **Disputes.** The parties agree to resolve any disputes arising under this agreement by means of arbitration pursuant to the AAA guidelines.

7. **Notices.** Any notice or other communication required or permitted hereunder shall be in writing and sent by registered or express mail; return receipt requested and postage prepaid as follows:

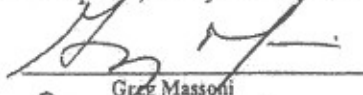
(A) **If to Consultant:**

Julius Henson, Politics Today, Inc.
1500 N. Decker Avenue
Baltimore, Maryland 21213

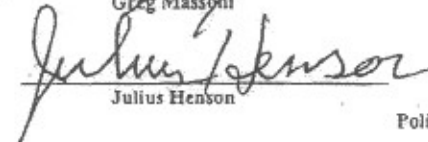
(B) **If to the Campaign:**

Bob Ehrlich for Maryland Committee
2024 West Street, Suite 100
Annapolis, Maryland 21401

SENIOR ADVISOR:


Greg Massoni

CONSULTANT:


Julius Henson
Politics Today, Inc.

AA000006

Message0257	
Subject:	Re:
From:	Bernie Marczyk
Date:	11/2/2010 2:53:01 PM
To:	Paul Schurick; Greg Massoni
Message Body	

What does Julius need to make the City turnout stay low. I think we promise him an additional victory bouns. Can't lose.

From: Paul Schurick
 To: Bernie Marczyk; Greg Massoni
 Sent: Tue Nov 02 14:41:49 2010
 Subject: RE:

- 1) Julius reports flat turnouts at all but one Baltimore City polling place. The exception is Harlem Park in West Baltimore. Otherwise, the polls are very slow in the City. He says turnout in the black Baltimore County precincts is higher but not high. Also, there are no MO'M workers at the polls – as Zach reported earlier, they are knocking and dragging instead.
- 2) Rick Manning is sending one and possibly two people to the Prince Frederick calling center. And Tony also.
- 3) Julius is hearing from his poll workers saying voters have said they voted for Ehrlich.

From: Bernie Marczyk
 Sent: Tuesday, November 02, 2010 2:18 PM
 To: Greg Massoni; Paul Schurick
 Subject:

Anything from Julius?

Bernie Marczyk
 Bob Ehrlich for Maryland
 2024 West Street, Suite 100
 Annapolis, MD 21401



Phone: 410-224-0147

bmarczyk@bobehrlich.com

Fax: 410-224-0277

Volunteer for Bob at: <http://www.bobehrlich.com/take-action/>

Outlook Header Information

Subject: Re:
From: Bernie Marczyk
Sender Name: Bernie Marczyk
To: Paul Schurick; Greg Massoni
Received By: Paul Schurick
Delivery Time: 11/2/2010 2:53:01 PM
Creation Time: 11/2/2010 2:53:01 PM
Modification Time: 11/2/2010 3:21:50 PM
Submit Time: 11/2/2010 2:53:01 PM
Importance: Normal
Sensitivity: Normal
Flags: 1 = Read
Size: 9581

K: Kernel Outlook PST Viewer - Version 11.03.01

Open About Exit

Kernel Outlook PST Viewer Lepide

Folder List

- K:\002 Pending Prosecutions\11-2229 Henson, Julius\11-2229 E-mail\PSCHL
 - Search Root
 - Top of Personal Folders
 - Calendar
 - Contacts
 - Deleted Items
 - Drafts
 - Inbox
 - Journal
 - Junk E-mail
 - Notes
 - Outbox
 - RSS Feeds
 - Sent Items
 - Sync Issues
 - Conflicts
 - Local Failures
 - Server Failures
 - Tasks

Deleted Items

From	Subject	Date/Time	Lost/Deleted
Henry Fennel	Order of speakers	Tue 11/02/2010 16:54 PM	
ghanshoe@hotmail.com qh...	# from Millersville	Tue 11/02/2010 16:44 PM	
John Kane@Kane@kane.co...	Turnout	Tue 11/02/2010 16:28 PM	
Russ Schiefer@rschiefer@...	What are you hearing?	Tue 11/02/2010 15:16 PM	
System Administrator >	Undeliverable: RE: Good Luck	Tue 11/02/2010 15:13 PM	
Maryland Senate Republica...	Rural Maryland Surges to the Polls	Tue 11/02/2010 15:08 PM	
Megan Meala	RE:	Tue 11/02/2010 15:01 PM	
Bernie Marczyk		Tue 11/02/2010 15:01 PM	
Todd.Lamb@LambGS.com...	FW: Van Bookden	Tue 11/02/2010 15:00 PM	
Bernie Marczyk	Re:	Tue 11/02/2010 14:53 PM	
Getty for Senate 2010-qos...	Rural Maryland Surges to the Polls	Tue 11/02/2010 14:51 PM	
Todd.Lamb@LambGS.com...	with you had Jeanne?	Tue 11/02/2010 14:46 PM	
Douglas Mayer	Voting machines	Tue 11/02/2010 14:32 PM	
Mike Collins-mike.collins1@...	Good Luck	Tue 11/02/2010 14:20 PM	
Bernie Marczyk		Tue 11/02/2010 14:18 PM	
Kathy Maher@MaharK@arc...	Important Information from Spalding	Tue 11/02/2010 14:15 PM	
schard.manning@smanning3...	RE: Pls vote & fwd this reminder to 4 fr...	Tue 11/02/2010 14:12 PM	
Alison Jasele	Daily Press Clips-November 2nd - Elec...	Tue 11/02/2010 14:10 PM	
schard.manning@smanning3...	RE: Pls vote & fwd this reminder to 4 fr...	Tue 11/02/2010 14:08 PM	
schard.manning@smanning3...	RE: Pls vote & fwd this reminder to 4 fr...	Tue 11/02/2010 14:05 PM	
schard.manning@smanning3...	Pls vote & fwd this reminder to 4 friends	Tue 11/02/2010 13:46 PM	

Re:

Bernie Marczyk

To: Paul Schurick; Greg Massoni

Tue 11/02/2010 14:53 PM

What does Julius need to make the City turnout stay low. I think we promise him an additional victory bouns. Can't lose.

From: Paul Schurick

To: Bernie Marczyk; Greg Massoni

Sent: Tue Nov 02 14:41:49 2010

Subject: RE:

- 1) Julius reports flat turnouts at all but one Baltimore City polling place. The exception is Harlem Park in We
- 2) Rick Manning is sending one and possibly two people to the Prince Frederick calling center. And Tony a

Time	Event or Occurrence	Duration	Source
2:53p	Bernie Marczyk e-mail to Paul Schurick and Greg Massoni: "What does Julius need to make the City turnout stay low. I think we promise him an additional victory bonus. Can't lose."		3B
4:42p	Paul Schurick cell to Julius Henson cell	2 mins, 29 secs	3A, 10A, 10F,
4:45p	Julius Henson cell to Rhonda Russell cell	1 min, 47 secs	10A-10F
4:53p	Julius Henson cell to Rhonda Russell	3 mins, 25 secs	10A-10F
5:03p	Julius Henson cell to Paul Schurick cell	3 mins, 12 secs	10A-10C
5:07p	Julius Henson cell to Rhonda Russell cell	1 min, 39 secs	10A-10F
5:08p	Paul Schurick cell to Julius Henson cell	1 min, 48 secs	10A-10F
5:12p	Rhonda Russell cell to Julius Henson cell	8 mins, 49 secs	10A-10F
5:25p	Rhonda Russell cell to Robodial.org recording line	2 mins, 38 secs	10A-10F
5:41p	Test call to Henson	25 secs	10A & 6L
5:42p	Julius Henson cell to Rhonda Russell cell	3 mins, 54 secs	10A-10B
5:44p	Caller Id removed		6M
5:48p	Robodial.org generation # to Paul Schurick cell	0 secs	10C
5:48p	Test call to Paul Schurick cell	(voice mail)	10C, 6N
5:49p	Test call to Greg Massoni cell	(voice mail)	10D & 10E, 6O
5:54	Robocalls begin		6F, 6G
6:13p	Schurick checks his voicemail	54 secs	10C
6:15p	Julius Henson text message to Paul Schurick cell: "I send u the call. The call is gone. 1000,000 [sic] in both Baltimore and P.G. county will send an invoice that must be paid 2morrow.the amount is \$3500 +3500 = \$7000		5A
8:00p	Robocalls completed		6F, 6G

Message0226	
Subject:	RE: Yes
From:	Paul Schurick
Date:	10/28/2010 7:39:00 AM
To:	ed miller
Message Body	
<p>Our tracking has us down 8 points. Some things to consider:</p> <ol style="list-style-type: none"> 1. Black intensity has been falling for two straight weeks. 2. Glen has us getting only 7% of the black vote and only 29% of the MoCo vote. 3. Women have abandoned us in huge numbers. 4. Republicans and Rural Conservatives are back squarely in our camp. <p>-----Original Message-----</p> <p>From: ed miller [mailto:edwardbmiller@gmail.com] Sent: Thursday, October 28, 2010 7:22 AM To: Paul Schurick Subject: Re: Yes</p> <p>Sure - 945?</p> <p>On 10/27/10, Paul Schurick <pschurick@bobebrlich.com> wrote:</p> <p>> Just picked up your message and yes, there's a lot I'd like to talk to you > about. I'll call you in the morning? I'll also send you some data and I'd > like your thoughts. ></p>	
Attachment	
Ehrlich - MD Statewide Tracking - October 24-26 2010.pdf	
Attachment	
Maryland Tracking Crosstabs Oct 24-26.pdf	

Outlook Header Information
<p>Conversation Topic: Yes Subject: RE: Yes From: Paul Schurick Sender Name: Paul Schurick To: ed miller Delivery Time: 10/28/2010 7:39:00 AM Creation Time: 10/28/2010 7:35:52 AM Modification Time: 10/28/2010 7:39:49 AM Submit Time: 10/28/2010 7:39:04 AM Importance: Normal Priority: Normal Sensitivity: Normal Flags: 17 = Read, Has Attachment Size: 1085973</p>

work on Hetro

Hoppy
Brickley
Lawson

off

(40)

over 10% by county

By percent of reg. voters

~~by per~~



Suppression
performance

voter eligibility

INCREASE Turn out in counties

100,000
votes

SUPPRESS

turn out in BLACK communities

ORINA
SHALL
OFF NO!

EX 2

111



Message0124	
Subject:	invoice
From:	Rhonda Russell
Date:	11/2/2010 6:24:01 PM
To:	Paul Schurick
Message Body	
<p>Please find the attached invoice for Auto calls sent today. Calls total 200,000; sent to Prince George's County and Baltimore City voters.</p> <p>--</p> <p>Best, Rhonda Russell Director of Business Development and Campaign Operations Universal Elections Home of the "Do It Yourself" Campaign Kit 501 W. 23rd Street Baltimore, MD 21211 443.540-4037 Direct Dial 888.315-3361 Fax www.universalelections.com</p>	
Attachment	
EHRlich INVOICE 11-2.doc	

Outlook Header Information
<p>Conversation Topic: invoice Sender Name: Rhonda Russell Received By: Paul Schurick Delivery Time: 11/2/2010 6:24:01 PM Creation Time: 11/4/2010 2:56:09 PM Modification Time: 11/11/2010 12:07:48 PM Submit Time: 11/2/2010 6:23:20 PM Importance: Normal Sensitivity: Normal Flags: 17 = Read, Has Attachment Size: 175053</p>
Standard Header Information
<p>X-MSK: CML=3.001000 Microsoft Mail Internet Headers Version 2.0 Received: from bsf0.herndon.cantongroup.com ([10.29.20.2]) by cgxchng1.herndon.cantongroup.com with Microsoft SMTPSVC(6.0.3790.4675); Tue, 2 Nov 2010 18:24:01 -0400 X-ASG-Debug-ID: 1288736603-609db58c0001-2r9wc6 Received: from mail-pv0-f174.google.com (mail-pv0-f174.google.com [74.125.83.174]) by bsf0.herndon.cantongroup.com with ESMTP id N4WU7ZINRuvGJJQx for</p>

<pschurick@bobebrlich.com>; Tue, 02 Nov 2010 18:23:23 -0400 (EDT)
X-Barracuda-Envelope-From: rrussell@universalelections.com
X-Barracuda-Apparent-Source-IP: 74.125.83.174
Received: by pvb32 with SMTP id 32so1009475pvb.19
for <pschurick@bobebrlich.com>; Tue, 02 Nov 2010 15:23:22 -0700 (PDT)
MIME-Version: 1.0
X-Barracuda-BBL-IP: nil
Received: by 10.142.112.14 with SMTP id k14mr1515447wfc.420.1288736601101;
Tue, 02 Nov 2010 15:23:21 -0700 (PDT)
Received: by 10.142.131.3 with HTTP; Tue, 2 Nov 2010 15:23:20 -0700 (PDT)
X-Originating-IP: [76.111.65.240]
Date: Tue, 2 Nov 2010 18:23:20 -0400
Message-ID: <AANLkTimFda88enwgdvZh1MyO+tHc+S8KiFjGmM51yXSz@mail.gmail.com>
Subject: invoice
From: Rhonda Russell <rrussell@universalelections.com>
X-ASG-Orig-Subj: invoice
To: pschurick@bobebrlich.com
Content-Type: multipart/mixed; boundary=001636e0a7865157630494195f33
X-Barracuda-Connect: mail-pv0-f174.google.com[74.125.83.174]
X-Barracuda-Start-Time: 1288736603
X-Barracuda-URL: http://bsf0.herndon.cantongroup.com:8000/cgi-mod/mark.cgi
X-Virus-Scanned: by bsmtpd at herndon.cantongroup.com
X-Barracuda-Spam-Score: -1001.00
X-Barracuda-Spam-Status: No, SCORE=-1001.00 using global scores of TAG_LEVEL=3.0
QUARANTINE_LEVEL=4.0 KILL_LEVEL=6.0
Return-Path: rrussell@universalelections.com
X-OriginalArrivalTime: 02 Nov 2010 22:24:01.0493 (UTC) FILETIME=
[A67F1050:01CB7ADC]

--001636e0a7865157630494195f33
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--001636e0a7865157540494195f31
Content-Type: text/plain; charset=ISO-8859-1

--001636e0a7865157540494195f31
Content-Type: text/html; charset=ISO-8859-1
Content-Transfer-Encoding: quoted-printable

--001636e0a7865157540494195f31--
--001636e0a7865157630494195f33
Content-Type: application/msword; name="EHRlich INVOICE 11-2.doc"
Content-Disposition: attachment; filename="EHRlich INVOICE 11-2.doc"
Content-Transfer-Encoding: base64
X-Attachment-Id: f_gglchr6e0

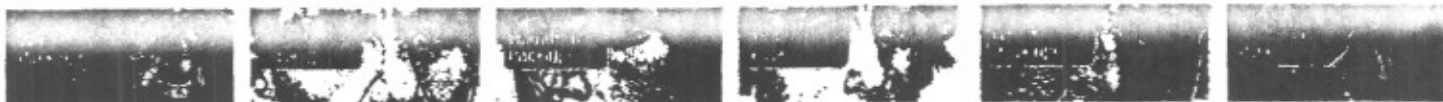
--001636e0a7865157630494195f33--



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501 W 23rd Street
Baltimore, MD 21211
800-946-5487

www.universalelections.com



EVERYTHING YOU NEED! EVERYTHING YOU NEED TO KNOW! / Announcement to Election Day

INVOICE

TO: Paul Schriek
Bob Ehrlich for Maryland
2024 West Street
Annapolis, MD 21401

DATE: OCTOBER 7, 2011

SALESPERSON	JOB	PAYMENT TERMS	DUE DATE
Julius Henson		Due Upon Receipt	
QTY	DESCRIPTION	UNIT PRICE	LINE TOTAL
100,000	Auto Calls to Prince George's County voters	3.5 cents	3,500.00
100,000	Auto Call to Baltimore City voters	3.5 cents	3,500.00
PLEASE REMIT PAYMENT IN FULL TO:			SUBTOTAL 7,000.00
UNIVERSAL ELECTIONS			PAYMENTS/CREDITS
516 N Charles STREET BALTIMORE, MD 21211			BALANCE DUE 7,000.00

PHONE 1-800-946-5487; FAX: 1-888-315-3361, info@universalelections.com

Home of the "Do It Yourself" Campaign Kit



Folder List

- ☒ K:\002 Pending Prosecutions\11-2229 Henson, Julius\11-2229 E-mail\2_PSC\H
- ☐ Search Root
- ☐ Top of Personal Folders
 - ☐ Calendar
 - ☐ Contacts
 - ☐ Deleted Items
 - ☐ Drafts
 - ☒ Inbox
 - ☐ Journal
 - ☐ Junk E-mail
 - ☐ Notes
 - ☐ Outbox
 - ☐ RSS Feeds
 - ☐ Sent Items
 - ☐ Sync Issues
 - ☐ Conflicts
 - ☐ Local Failures
 - ☐ Server Failures
 - ☒ Tasks

Inbox (674)

	From	Subject	Date/Time	Lost/Deleted
	Hamilton, David <David.Ham...>	Governor's R	Thu 11/04/2010 15:38 PM	
	Tony Coard <tonycoard@yahoo...>	So and	Wed 11/03/2010 16:57 PM	
	Shapiro, Steven <Steven.Sh...>	Great Campaign Loss	Wed 11/03/2010 15:51 PM	
	Patrick Mulford	Leonard ston	Wed 11/03/2010 15:48 PM	
	Orly Schurick <oschurick...>	library	Wed 11/03/2010 12:15 PM	
	Vozzella, Laura <lvozzella@...>	any thoughts	Wed 11/03/2010 11:22 AM	
	Rhonda Russell <russell@u...>	Invoice	Tue 11/02/2010 18:24 PM	
	Rhonda Russell <russell@u...>	Invoice	Tue 11/02/2010 18:24 PM	
	Heide Cornet <Cornet@u...>	Board Meeting November 8, 2010	Tue 11/02/2010 12:06 PM	
	Negan Meads	Grapefruit Full Profitables	Tue 11/02/2010 08:26 AM	
	Katy Curcio <CurcioK@u...>	Spelling Annind	Thu 10/28/2010 10:07 AM	
	Russ Schiefer <russ@uag.d...>	[BULK] Re: Gistite	Sat 10/23/2010 21:42 PM	
	Chris Messeri	Just a thought	Sat 10/23/2010 21:04 PM	
	Greg Messeri	Re: Russ and	Sat 10/23/2010 19:44 PM	
	Stuart Wilkins <stuart_wilki...>	Week of October	Sat 10/23/2010 18:12 PM	
	philip327@aol.com <philip3...>	RE: New ad	Sat 10/23/2010 18:03 PM	
	ELAINE PEVENSTEIN <ela...>	Gov Christie	Sat 10/23/2010 17:39 PM	
	ELAINE PEVENSTEIN <ela...>	RE: Gulliani midate	Sat 10/23/2010 17:35 PM	
	Mary Madden <madden@uag.d...>	ughbutter: Bob person...	Sat 10/23/2010 17:29 PM	
	ELAINE PEVENSTEIN <ela...>	RE: Gulliani midate	Sat 10/23/2010 17:00 PM	

Invoice

Rhonda Russell <russell@universalelections.com>

Tue 11/02/2010 18:24 PM

To: Paul Schurick

Attachments: EH-RLICH INVOICE 11-2.doc

Please find the attached invoice for Adults sent today. Calls total 200,000; sent to Prince George's County a

Best,
Rhonda Russell
Director of Business Development and Campaign Operations
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